

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 13678 070755Z
ACTION EA-12

INFO OCT-01 EB-08 ISO-00 /021 W
-----124052 070756Z /21

P R 070548Z SEP 77
FM AMEMBASSY TOKYO
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 873

UNCLAS TOKYO 13678

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: COMPUTER SOFTWARE SPECIALIZED TRADE MISSION

REF: (A) USDOC 2813; (B) TOKYO 7313; (C) USDOC 10219;
(D) TOKYO 8313; (E) USDOC 12985; (F) USDOC 15265;
(G) STATE 197660

SUMMARY: EMBASSY TOKYO WELCOMES COMPUTER SOFTWARE SPECIALIZED
TRADE MISSION TO JAPAN FOR WEEK OF NOVEMBER 7-11. PRELIMINARY
ADVANCE ARRANGEMENTS HAVE BEEN MADE BY EMBASSY FOR MISSION.
REQUEST DETAILED INFORMATION ON MISSION MEMBERS, COMPANY
BACKGROUND, AND INDIVIDUAL OBJECTIVES, END SUMMARY.

1. TENTATIVE HOTEL RESERVATIONS HAVE BEEN MADE FOR SOFTWARE
MISSION NOVEMBER 7 THRU 13 AT OKURA HOTEL, FIRST CLASS HOTEL
NEAR EMBASSY, US TRADE CENTER AND LOCAL BUSINESS COMMUNITY.
RESERVATIONS, WHICH INCLUDE 15 PCT EMBASSY DISCOUNT, HAVE BEEN
MADE FOR 15 SINGLES WITH BATH AT 8,000 YEN (PLUS 650 YEN TAX
AND 800 YEN SERVICE CHARGE FOR TOTAL ROOM CHARGE OF
9,450 YEN), ONE SUITE AT 39,000 YEN (PLUS 3,750 YEN TAX
AND 3,900 YEN SERVICE CHARGE FOR TOTAL CHARGE OF 46,650
YEN), AND THREE BUSINESS ROOMS AT 6,000 YEN EACH PER DAY
(INCLUDING TAX AND SERVICE CHARGE) FOR INDIVIDUAL
MEETINGS. (NOTE: ONE U.S. DOLLAR EQUALS APPROXIMATELY
265 YEN). SINCE WEEK THAT MISSION WILL BE IN TOKYO IS
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PAGE 02 TOKYO 13678 070755Z

HEIGHT OF TOURIST SEASON HERE, REQUEST CONFIRMATION ASAP
RE SUITABILITY OF HOZEL RESERVATIONS OR REQUESTS FOR
OTHER ARRANGEMENTS.

2. SECRETARY HAS ALSO BEEN ARRANGED AT 12,000 YEN PER
DAY TO ASSIST IN MAKING APPOINTMENTS AND GREETING
VISITORS. WE ANTICIPATE THAT TWO ADDITIONAL SECRETARIES

WILL BE REQUIRED IF, AS WE ASSUME, MOST MEMBERS OF MISSION WILL BE ARRANGING INDIVIDUAL MEETINGS WITH LOCAL CONTACTS. SECRETARY IS EXPERIENCED IN MISSION WORK OF THIS TYPE AND HAS SERVED SATISFACTORILY FOR SEVERAL TRADE MISSIONS IN PAST.

3. REQUEST ALSO AS SOON AS RECRUITMENT IS COMPLETE, BIOGRAPHICAL DATA AND PHOTOGRAPHS OF MISSION MEMBERS, BACKGROUND DATA ON FIRMS, PRODUCT BROCHURES AND CATALOGS, AND SPECIFIC OBJECTIVES OF INDIVIDUAL MEMBERS. PERSONAL AND COMPANY DATA SHOULD BE IN SUFFICIENT NUMBERS FOR DISTRIBUTION TO INTERESTED PARTIES IN TOKYO AND OSAKA. SINCE SOFTWARE FIELD IS SO BROAD AND APPLICATIONS SO VARIED, EMBASSY WILL NEED DETAILED OUTLINE OF SPECIFIC OBJECTIVES OF EACH MISSION MEMBER, SUCH AS SPECIFIC FIELD OF INTEREST (INDUSTRIAL, INSTITUTIONAL, BANKING, ETC.), TYPES OF FIRMS/INDIVIDUALS EACH MEMBER WISHES TO MEET, AND ANY SPECIFIC JAPANESE BUSINESSMEN OR GOVERNMENT OFFICIALS MEMBERS MAY WISH US TO INCLUDE IN SCHEDULES.

4. REQUEST ALSO USDOC FUND CITATION FOR FINANCIAL OBLIGATIONS EMBASSY WILL BE INCURRING PRIOR TO ARRIVAL OF MISSION.

5. WE UNDERSTAND DOC WILL BE FORWARDING INFORMATION ON UNCLASSIFIED

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PAGE 03 TOKYO 13678 070755Z

OBJECTIVES AFTER RECRUITMENT IS COMPLETED LATER THIS MONTH. HOWEVER, REQUEST IMMEDIATE CONFIRMATION OF HOTEL RESERVATIONS, ESPECIALLY IF ADDITIONAL ROOMS OR OFFICE SPACE ARE NEEDED.
MANSFIELD

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NNN

Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
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Concepts: n/a
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Decaption Note:
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Disposition Approved on Date:
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Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Disposition Remarks:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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From: TOKYO
Handling Restrictions: n/a
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Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1354640
Secure: OPEN
Status: NATIVE
Subject: COMPUTER SOFTWARE SPECIALIZED TRADE MISSION
TAGS: BEXP, JA
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/9580aa4a-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
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